



Cyber Success: Big "I" Member Enjoys a Smooth Cyber Sale



Big "I" member Kathy Yeager of Berger Briggs Insurance & Risk Solutions, Inc. in New Mexico recently tried our new Coalition cyber product and was pleased with the process and outcome.

Yeager has 34 years of experience as an agent and is a former member of the IIABA Agency Administrative Services board, the body that approved Big "I" Markets moving forward with the new Coalition cyber product.

Once the product became available, she sought a policy for her own agency.

A key feature that sets the Coalition product apart from competitors is its pre-assessment process that evaluates the web properties of the client for potential vulnerabilities, and Yeager was impressed with this aspect.

"Coalition searches for cyber breaches that you may not even be aware of and gives you recommendations for fixing those issues. They also offer ongoing monitoring of your web portal," Yeager says. Yeager liked the pre-assessment process and was happy her agency got a "clean bill of health."

Yeager described the cyber submission and binding process as "very easy" and noted that the level of service exceeded her expectations.

"This product offers a great marketing concept, is easy to use, and has very knowledgeable and helpful underwriters," Yeager says. "The underwriters just jump right in and help you immediately with any questions you may have regarding coverage and difficult issues that you may be facing that are unique to a risk."

She will definitely be marketing and writing more **Cyber Insurance - Coalition** policies in the future, and recommends her fellow Big "I" agents jump in and take a close look at this new offering.

Ready to begin submitting risks today? View our [brief demo video](#) of the submission process first then visit www.bigimarkets.com.

Learn more about Coalition's mission to Solve Cyber Risk by registering for our [October 4th introduction webinar](#), logging into [Big "I" Markets](#) or contacting [Carla McGee](#), Cyber Liability Program Manager, with any questions.